

APPENDIX A – SCOPE OF WORK

September 2005

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| <p>Marlowe & Company Contract with BEACON for Federal Lobbying Services Fiscal Year 2005-2006</p> |
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What Marlowe & Company will accomplish for the Beach Erosion Authority for Clean Oceans and Nourishment

On behalf of BEACON, Marlowe & Company will work with your congressional delegation to have language enacted in the Water Resources Development Act so BEACON will not be responsible for costs related to the removal of the Oil Piers project in future years should it need to be removed. Marlowe & Company will also assist BEACON with other matters such as working with the Corps on the Memorandum of Agreement for the Oil Piers project, and beginning to work with the Corps and Congress on Goleta Beach, should BEACON choose to move in that direction.

Technical Approach

1. Federal Program Development

Marlowe & Company is well known for our attention to detail in helping our clients create winning strategies in Washington. Our experienced staff will help you design an effective public advocacy plan to achieve your government relations objectives in Washington. We utilize our staff's extensive knowledge of the legislative appropriations and authorizations process to ensure that the strategy is not only viable, but one in which results can be anticipated.

2. Advice and Advocacy on Behalf of the Beach Erosion Authority for Clean Oceans and Nourishment

We will work with BEACON in distilling your position to an effective message that can be communicated to key policy makers both in Washington and in California. We work with our clients throughout the entire legislative process. Working hand-in-hand with our clients and government, we take the kind of effective action needed to win in Washington.

Marlowe & Company believes representation starts with knowing everything that is going on that affects your interests. Our staff understands the importance of prompt action, and how essential it is for proper representation. We are constantly working to ensure our client's needs remain on the minds of the decision makers here in Washington, as well as making certain they have all the tools they require to implement the necessary decisions.

Marlowe & Company's network of Washington contacts, coupled with our knowledge of the policy process is the key to delivering our clients' messages to those who count. From key members of Congress to top officials in the White House and Executive Branch, our seasoned staff will open the doors you need to achieve success.

3. Federal Information Services

Our staff's knowledge of the legislative process and exceptional contacts enables us to keep our clients on top of Washington developments such as regulations, reports, rules, new legislation, and late-breaking amendments on the House or Senate floor. Furthermore, Marlowe & Company has a formidable knowledge of the culture that surrounds Congress. This allows us to draft efficient legislative language and to put that legislation in the hands of the proper members of Congress, as well as understand how to efficiently correspond with Members on such issues.

4. Support for Those Traveling on Federal Business

Marlowe & Company believes direct lobbying with the client is usually the most effective way to have members of Congress and their staffs understand your needs. We attempt to have all our clients come to Washington and meet with those individuals who will be most effective in enacting the changes and programs that you require. Before each meeting, we brief our clients on how to get their message across in the most clear, concise, and appropriate way. Marlowe & Company will make all meeting arrangements related to Washington visits by BEACON officials.

5. Performance Reports

Marlowe & Company will provide BEACON with a variety of informational sources guaranteed to keep you knowledgeable on the issues that matter to you at all times as well as our work on your behalf. To relay information regarding our day-to-day activities, we will maintain continual telephone contact with BEACON. We will also send out comprehensive analyses every month, which will outline our activities that month on behalf of BEACON. These briefings will allow BEACON to be in constant contact with Marlowe & Company, as well as keep apprised of happenings in Washington. We can arrange for face-to-face meetings or other oral reports at the request of BEACON for reasons of updating you on issues of concern while working out a common strategy in approaching these issues.

PROJECT SCHEDULE

Marlowe & Company to begin scope of services described above on September 9, 2005. Contract will terminate on June 30, 2006.